

Message Text

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ACTION AF-08

INFO OCT-01 ISO-00 FEA-01 ERDA-05 AID-05 CEA-01 CIAE-00

CIEP-01 COME-00 DODE-00 EB-07 FPC-01 H-02 INR-07

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SAM-01 OES-06 SP-02 SS-15 STR-04 TRSE-00 ACDA-07 /098 W

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6690

C O N F I D E N T I A L LAGOS 10310

E.O. 11652: GDS

TAGS: ENRG, EWWT, EINV, NI

SUBJECT: NEW NIGERIAN IRRITANTS FOR PETROLEUM PRODUCERS

1. HOPES FOR A MORE POSTIIVE AND AWARE FMG POLICY TOWARD OIL PRODUCERS WERE CHILLED RECENTLY BY TWO UNFORESEEN GOVERNMENT MOVES AGAINST EXPATRIATE QUOTAS AND FOREIGN TANKER UTILIZATION.

2. WITHOUT ISSUING ANY FORMAL ORDER THE FMG ADVISED MOBIL ON AUGUST 18 THAT THE COMPANY'S QUOTA FOR FOREIGN EXPERTS HAD TO BE REDUCED BY FOUR POSITIONS AS OF SEPT 30; THE REQUEST WAS IRREVOCABLE AND NOT OPEN TO DISCUSSION. AIMED AT THE LAGOS HEADQUARTERS OFFICE, THE NEW CUT INCLUDES THE FINANCE AND MARKET-ING DIRECTORS AND REDUCES TOP MANAGEMENT TEAM TO ALMOST NOTHING. MOBIL POINTS OUT THAT EVEN IN LIBYA THE FINANCE CHIEF WAS ALLOWED TO STAY ON. GULF AND SHELL EXPECT THE AXE TO FALL ON THEM MOMENTARILY.

3. ADDING TO THESE WOES IS A NOTICE THAT FMG EXPECTS TO IMPOSE A NEW REGULATION INSISTING THAT 50 PERCENT OF ALL CRUDE OIL EXPORTS LEAVE NIGERIA IN NIGERIAN-OWNED TANKERS. WITH A GLUT OF UNUSED TANKERS AVAILABLE AROUND THE WORLD, THE FEAR IS THAT NIGERIA CAN EASILY CHARTER A FLEET AND PUT THE SHIPS OF FOREIGN OIL PRODUCERS LARGELY OUT OF BUSINESS IN CARRYING

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NIGERIAN OIL.

4. MOBIL MANAGING DIRECTOR MILLS NOW ON EMERGENCY CONSULTATIONS IN THE U.S. COMPANY SPOKESMEN CONTINUE POINT OUT THAT PROBLEMS NOT COMING FROM "UNDERSTANDING PEOPLE" LIKE MIN PETROL RESOURCES PERMSEC AWONIYI BUT FROM POLITICALLY-MOTIVATED HANDS IN THE SMC ABOVE.
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